



NEWS & VIEWS

SBA News and Views is a monthly publication of the SBA Wisconsin District Office. Its purpose is to provide Wisconsin lenders and small business leaders with up-to-date information on SBA programs and small business issues. It is distributed at no cost, and the reprinting of articles is encouraged

Serving America's Small Businesses

U.S. Small Business Administration Wisconsin District Office

**Eric Ness, District Director
September 2006**

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The Sharpe Perspective

At the age of 92+, Rubin Sharpe has been a volunteer with SCORE, Counselor's to America's Small Businesses, Chapter 28 since 1983 and is still going strong.

The SCORE Association (Service Corps of Retired Executives) is a resource partner of the SBA dedicated to entrepreneur education and the formation, growth and success of small businesses nationwide.

Rubin has counseled countless numbers of potential business owners as well as business owners. He has single handedly run twice-monthly loan seminars introducing basic start-up funding information to potential entrepreneurs. In August of 2006, he completed his 500th loan seminar and now will relinquish the loan seminar wand to someone else.

So far, during his volunteer service with SCORE, Rubin was the Chapter Chair in 1988 and 1989 and since 1990, has held the position of Vice President of Administration. He intends to remain as the VP that necessitates his coming to the Milwaukee office three days a week.

SCORE and the Small Business Administration honored Rubin for his outstanding volunteerism at a luncheon at the Ozaukee Country

Club on Wednesday, September 6, 2006.

Rubin was born in Chicago in 1913, one of three sons born to parents from Eastern Europe (Latvia/Lithuania). He graduated from Crane Technical High School at the age of 15 and completed his Bachelor's degree and law degree from the University of Chicago at the age of 21 (the youngest graduate ever at the University.)

Rubin started his law practice in Chicago in 1935 that was interrupted by a tour of duty with the U.S. Navy in the Pacific Theater during World War II where he earned the rank of LTJG. Following the end of the War, Rubin returned to his family in Chicago and his law practice.

Rubin changed careers in 1955, when he became General Manager of Merritt Chevrolet in Chicago and in 1955, he moved his family to Milwaukee to become the manager of Ruby Chevrolet, a position he held until 1960. Again, Rubin changed careers and entered the real estate field as a broker and manager of commercial and residential buildings.

An avid tennis player and wood-worker/handyman all his life, Rubin generously shares these talents with family, friends, and neighbors in need of help with household projects and repairs. He is also a skilled cook and baker.

Rubin has three grown grandchildren and one great grandchild.

SBA's Milwaukee office has had the extreme pleasure of working with Rubin these many years and enjoying his special chocolate beet cake on many occasions. We look forward to many more years working with Rubin.

SBA Midwest Region Administrator Heads Up Accelerated Disaster Response Initiative

Steven C. Preston, the Administrator of the U.S. Small Business Administration announced the appointment of Chicago Regional Administrator, Patrick "Pat" Rea as chief of the Accelerated Disaster Response Initiative, reporting directly to the Administrator.

The initiative was recently formed to identify and help implement process improvements to enable the agency to respond more rapidly in assisting small businesses and homeowners seeking financial assistance after a disaster. The initial focus will be on accelerating the disbursement process for disaster loans to victims of last year's devastating hurricanes.

"Thousands of dedicated SBA employees and managers continue to work long hours to help the victims of last year's hurricanes and other disasters," said Administrator Preston. "But their best efforts have sometimes been overwhelmed by the scope of recent catastrophes. This initiative will focus on streamlining our

processes to help our people be more responsive."

"Pat's take-charge style and extensive banking experience is exactly what is needed to lead this initiative," said Preston. "Pat will lead a team of process experts, dedicated analysts and leaders in our Office of Disaster Assistance in a coordinated effort to drive our capabilities to the next level."

Pat has been the SBA's Midwest Regional Administrator for SBA since 2003 and serves the states of Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin. Prior to his appointment, he served as executive director of the Illinois Development Finance Authority. Rea also spent over 30 years as a senior banker at Banc One, and is a retired brigadier general in the United States Army Reserve.

Rea received his bachelor's and master's degrees from the University of Illinois at Urbana, and has served more than 32 years as an elected trustee of Tinley Park.



The U.S. Small Business Administration announced the launch of new online resources for young entrepreneurs at the **Mind Your Own Business** teen Web site www.mindyourownbiz.org, to help young entrepreneurs succeed in the world of business.

The SBA and JA Worldwide™ (Junior Achievement) have teamed up to develop three new **Mind Your Own Business** resources: a

student activities guide, a volunteer guide, and an assessment tool – Start it, Grow it, Own it! – that serves as a companion tool to the student activities and volunteer guides. Each of these resources is available at the Website www.mindyourownbiz.org and is cosponsored by JA Worldwide.

Entitled *Make It Your Business*, the student activities guide includes an interest inventory and group activities designed to teach teens the fundamentals of business ownership. The *Make It Your Business* volunteer guide instructs group leaders through student business sessions that can be implemented in the classroom, in student clubs or in an after-school setting.

The SBA and JA Worldwide introduced the **Mind Your Own Business** Teen Web site to provide support to the growing interest in entrepreneurship among teens, and to serve as a small business portal for youth entrepreneurs.

The **Mind Your Own Business** Web site introduces five easy-to-navigate steps on business ownership for the entrepreneurial minded teen, each with helpful information for young entrepreneurs who want to start, run, or grow their own businesses.

SBA's participation in this co sponsorship does not constitute an express or implied endorsement of the views, opinions, products, or services of any cosponsor or other person or entity. All SBA programs, services, and cosponsored activities are extended to the public on a nondiscriminatory basis.

Co sponsorship Authorization #04-7530-65.

Women-Owned Firms Increase Nearly 20 Percent

Women-owned firms increased nearly 20 percent over the latest period studied, according to a report released by the Office of Advocacy of the U.S. Small Business Administration. During the five years between 1997 and 2002, women-owned firms grew by 19.8 percent while all U.S. firms grew by about 10 percent.

A wealth of data on women in the work force and women-owned business is presented in *Women in Business: A Demographic Review of Women's Business Ownership*, written by Office of Advocacy senior economist Dr. Ying Lowrey.

The report uses newly released U.S. Census and other data to describe women's contributions to the economy. Statistics documented in the report include:

- ✚ In 2002, women owned 6.5 million or 28.2 percent of non-arm U.S. firms. More than 14 percent of these women-owned firms were employers, with 7.1 million workers and \$173.7 billion in annual payroll.
- ✚ Women-owned firms accounted for 6.5 percent of total employment in U.S. firms in 2002 and 4.2 percent of total receipts.
- ✚ Of all women business owners in 2002, 85.95 percent were White, 8.43 percent African American, 8.33 percent of Hispanic heritage, 5.25 percent Asian, 1.23 percent American Indian and Alaska Native, and

0.18 percent Native Hawaiian and other Pacific Islander (total does not add to 100 due to some double counting across ethnic groups.)

- ✚ According to 2002 data, significant proportions of women-owned businesses were in professional, scientific, technical services, health care, and social assistance.

The Office of Advocacy, the "small business watchdog" of the government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress and the President. It is the source for small business statistics presented in user-friendly formats and it funds research into small business issues.

Federal Tax Deposit Coupons

Current as of May 1, 2006

The IRS has procedures in place for obtaining blank FTD coupons-Forms 8109-B; submitting Form 8109-C for an address change; the same-day wire transfer option and making deposits.

The IRS encourages employers to take advantage of the Electronic Federal Tax Payment System (EFTPS) to avoid common errors and automate the payment process. EFTPS is always the preferred method to make payroll deposits and business return payments. EFTPS is fast, secure and available 24 hours a day, 7 days a week.

Federal Tax Deposits (FTDS)
Making Federal Tax Deposits is a process most businesses must do throughout the year. Pre-printed

coupon books are provided to business customers but they do not last forever and occasionally a blank coupon may be required to make a deposit. Here are some options for making payments.

Need a coupon book? Employers who use paper tax deposit coupons usually receive new coupon booklets automatically. If not, they should call 800-829-4933 to reorder.

Need a blank coupon? There are options for getting blank coupons. Local Taxpayer Assistance Centers (TACS) can provide an authorized individual, depending on the employer's deposit frequency, either four or eight Forms 8109-B with the Employer Identification Number and business name already entered. Locations are listed in the local phone directory and at the [Contact My Local Office](#) page. If there is not a local TAC in the area, employers can call 800-849-4933 to request Forms 8109-B be mailed to them.

Another option for obtaining up to 25 blank Forms 8109-B is by writing to the IRS National Distribution Center on company letterhead. Requests should be sent to: **Internal Revenue Service
National Distribution Center
P.O. Box 8901
Bloomington, IL 61702-8901**

Blank Forms 8109-B should only be used in an emergency situation and should not be used on a continuing basis.

Need to make a same-day payment? If an employer is unable to obtain a paper coupon in time to make a required deposit, a same-day wire transfer may be an

option. Employers should check with their financial institution to find out if this service is offered and if there are any applicable fees associated with using this method to make a payroll deposit.

Want to avoid the hassles of needing blank coupons? Maybe there is a need for both you and your client to be making federal tax payments? You should consider EFTPS, it allows both you and your client to enroll separately and make different form type payments. You each have access to the payment history. If you client applied for and received an EIN after January 2004, most likely they are already enrolled in EFTPS as part of our express enrollment initiative for new businesses. They would have received a conformation package and an EFTPS PIN and all they have to do is activate per the instructions. For more information on Express Enrollment for new businesses, refer to Publication 4275 found on IRS.gov.

Sign up for EFTPS. Visit EFTPS to join the millions of customers already enrolled in the system. Look for information on the New Batch Provider Software that enables Tax Professionals to make multiple payments (business and individual) for multiple clients. Information will be posted on www.EFTPS.gov, with instructions on how to download the software.

Need to change the business mailing address? If an employer's mailing address changes, advise them to complete and file both Form 8109-C, FTD Address Change, found in the front of the coupon booklet, and Form

8822, Change of Address Form, Filing Form 8109-C will not change the address of record with IRS.

Making a deposit? Review Publication 15, Circular E, Employers Tax Guide (Rev. January 2006), for details as to where the payment should be sent. Publication 15 is available on the IRS website.

Common errors... One in seven paper Forms 8109-B, Federal Tax Deposit Coupon, is rejected for Employer Identification Number (EIN) and Business Name Line errors. It is important when completing a blank Form 8109-B to ensure the Business Name Line matches IRS records. Tax professionals can verify taxpayers' EIN and Business Name Line information, with proper authorization, by calling the Practitioner Priority Service at 866-860-4259 or checking a transcript via e-Services. This and other errors can lead to a deposit being applied to the wrong tax period or form, which may create additional problems in the future. To eliminate the common errors associated with an EIN and business name line, employers can make deposits electronically through EFTPS.

Join EFTPS...Employers can join the millions who are making their federal tax deposits electronically or by phone. The Electronic Federal Tax Payment System (EFTPS) is the preferred method of making payroll deposits and business tax payments. EFTPS is fast, secure and available 24 hours a day, 7 days a week. Payments can be made online or via the phone and can be scheduled up to 120 days in

advance. Enrolling in EFTPS is simple and can be done by completing an application online at the EFTPS Website. Employers can also call 800-555-4477 to request a paper application from EFTPS. Employers will receive a confirmation letter and PIN within 2-10 days if enrolling online, and 10-15 business days if enrolling by paper. More information about EFTPS is available at www.IRS.gov click on the EFTPS logo.

SBA August 2006 Loans

American National Bank-Fox Cities

Appleton – 3 Loans for \$156,000

Anchor Bank FSB

Madison – 2 Loans for \$145,000

Associated Bank

Green Bay – 35 Loans for \$5,545,300

Banco Popular North America

New York, NY
1 Loan for \$2,000,000

Bank Mutual

Milwaukee – 2 Loans for \$196,000

Baylake Bank

Sturgeon Bay – 1 Loan for \$15,000

Business Loan Center LLC

New York, NY
1 Loan for \$1,038,400

Capital One Federal Savings Bank

McLean, VA – 10 Loans for \$535,000

Charter Bank-Eau Claire

Eau Claire – 1 Loan for \$320,000

Community Bank & Trust

Sheboygan – 4 Loans for \$195,200

Community First Bank

Stevens Point – 1 Loan for \$242,000

Community First CU

Appleton – 2 Loans for \$22,500

Coulee Bank

La Crosse – 2 Loans for \$90,000

Farmers & Merchants

Bank & Trust Co.

Hannibal, MO – 1 Loan for \$108,000

Farmers & Merchants State Bank

Waterloo – 1 Loan for \$100,000

First Bank Financial Centre

Oconomowoc
6 Loans for \$1,236,500

First Citizens State Bank

Whitewater - 1 Loan for \$88,000

First National Bank in

Manitowoc, Manitowoc - 2 Loans for \$523,500

First National Bank-Berlin

Berlin – 1 Loan for \$20,000

First National Bank-River Falls

River Falls – 1 Loan for \$250,000

Great Lakes Asset Corporation

Green Bay – 2 Loans for \$929,000

Great Wisconsin CU

Madison – 1 Loan for \$250,000

Hometown Bank

Saint Cloud – 3 Loans for \$1,825,000

Horicon Bank

Horicon – 1 Loan for \$60,000

Johnson Bank

Racine – 3 Loans for \$205,000

JPMorgan Chase Bank NA

Houston, TX – 12 Loans for \$871,800

Layton State Bank

New Berlin – 1 Loan for \$278,000

M&I Marshall & Ilsley Bank

Milwaukee – 20 Loans for \$2,723,100

Milwaukee Economic Development Corp.

Milwaukee – 1 Loan for \$551,000

Monona State Bank

Monona – 2 Loans for \$250,000

National Exchange Bank & Trust

Fond du Lac – 2 Loans for \$240,000

Park Bank

La Crosse – 1 Loan for \$150,000
Holmen – 1 Loan for \$65,000
Brookfield – 1 Loan for \$52,000
Total: 3 Loans for \$267,000

Peoples State Bank

Wausau – 1 Loan for \$25,000

River Valley State Bank

Wausau – 1 Loan for \$50,000

Security National Bank

River Falls – 1 Loan for \$250,000

Southport Bank

Racine – 1 Loan for \$280,000

State Bank of Chilton

Chilton -2 Loans for \$775,000

TCF National Bank,

Minneapolis, MN,
1 Loan for \$10,000

Temecula Valley Bank

Temecula, CA
1 Loan for \$1,866,600

The First State Bank

New London – 1 Loan for \$203,000

The Park Bank

Madison – 1 Loan for \$93,500

The Reedsburg Bank

Reedsburg – 2 Loans for \$965,000

US Bank NA. Cincinnati, OH

18 Loans for \$637,000

Wells Fargo Bank NA

San Jose, CA - 5 Loans for \$251,300

Wisconsin Business Development Finance Corp.

Monona – 13 Loans for \$5,413,000

**SBA August 2006
Microlenders**

Advocap, Inc.

1 Loan for \$4,000

Wisconsin Women's Business Initiative Corp.

3 Loans for \$62,000

3rd Annual Business & Community Expo

Thursday, October 12th in Milwaukee. Presented by the Granville-Brown Deer Chamber. Business networking opportunity. Share your products and services. To register and for more info, visit: www.sba.gov/idc/groups/public/documents/wi_milwaukee/bcexpo.pdf

SBA 2007 SMALL BUSINESS AWARD NOMINATION

Help us recognize outstanding leaders in the small business community

SBA's size standards apply in defining a business as small- individuals who own and operate or bear principal responsibility for operating a small business are eligible.

AWARD CATEGORIES

Please check one or more potential categories:

- ☐ **Small Business Person of the Year:** For developing an outstanding, growing business; innovative product(s), increasing jobs, increasing sales, overcoming adversity, and community contributions.
- ☐ **Small Business Exporter of the Year:** Significantly increased export sales and profits, encouraging other firms to export, increased jobs through exports, and innovative methods of creating markets.
- ☐ **SBA Young Entrepreneur of the Year:** Owner will not reach 30th birthday by June 1, 2007, three-year evidence of success in sales and profits, increased jobs, innovative products, demonstrated potential.
- ☐ **Minority Small Business Person of the Year:** For developing an outstanding, growing business, innovative products, overcoming adversity and community contributions (Wisconsin award)
- ☐ **Emerging Small Business Person** For developing an outstanding business with at least a three year track record, under 25 employees, under \$2.5 million in sales and less than 10 years in business (Wisconsin award)

Small Business Champions of the Year: Those who promote small business, including volunteering time and services to small business interests and groups, advocating the cause of small business in the legislative process. Champions may or may not be small business owners.

- | | |
|---|--|
| <input type="checkbox"/> Minority Small Business Champion | <input type="checkbox"/> Women in Business Champion |
| <input type="checkbox"/> Veteran Small Business Champion | <input type="checkbox"/> Small Business Journalist |
| <input type="checkbox"/> Small Business Legal Assistance (WI Award) | <input type="checkbox"/> Home Based Business Champion |
| <input type="checkbox"/> Financial Services Champion (Accountant advocate merged with this category) | |
| <input type="checkbox"/> Family Owned Small Business – A family owned business that has passed from one generation to another and owner has responsibility for operating the business with at least a 15 year track record | |

NOMINEE INFORMATION

I nominate _____ Title _____
 Company/Organization _____ Address _____
 Phone _____ Fax _____ E-mail _____

Nominees Qualifications for this Award—**attach short description on why this business/advocate should be considered:**

When nominating a business owner please complete the following: Is the company operating profitably _____
 # of years in business _____ # of employees _____ annual sales \$ _____ SIC/NAICS code _____

NOMINATOR'S INFORMATION:

Nominator Name _____ Title _____
 Organization _____
 Address _____
 Phone _____ Fax _____ E-mail _____

Reply by **September 29, 2006**

mail (or fax 414-297-1377) this form to:
Small Business Awards Committee, U.S. Small Business Administration
310 West Wisconsin Avenue, Suite 400
Milwaukee, WI 53203

For more information, please contact: (414) 297-1093. Self-nominations accepted. This form may be duplicated. **For further consideration, a nomination binder with detailed materials will be requested.** SBA will contact the nominator with details. Thanks for your support!

740 Regent Street, Suite 100, Madison, Wisconsin 53715. 608/441-5263 FAX 608/441-5541
 310 W. Wisconsin Avenue, Room 400, Milwaukee, Wisconsin 53203, 414/297-3941 FAX 414/297-1377

Free Workshops

It's A Small Business Day in the Country Know and Utilize Your SBA

Thursday, October 19, 2006

4:00 p.m. to 7:00 p.m.

Registration is at 3:30 p.m.

Waterford, Wind Lake and Rochester Chambers of Commerce will hold three types of free workshops that will run simultaneously and repeated three times. Segments include: *Business Plans; SBA Financial Programs and Procurement Assistance.*

The workshops will be run by Small Business Administration (SBA) personnel; SCORE *Counselors to America's Small Business*; Small Business Development Center personnel and local Lenders.

Join us at Runzheimer International, Westerra Industrial Park, Highway 36 and 164 in Waterford for this ***valuable small business information seminar.***

***To register, contact Raegan at (262) 534-5911 or email
chamber@waterford-wi.org.***

WE LOOK FORWARD TO SEEING YOU THERE